

Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.



VIGNETTES

ISSN: 1055-2847

Sta

The Agricultural Trade and Marketing Information Center Newsletter

No. 12, May 1993 (Issued Quarterly)

Technology Applications at the National Agricultural Library

The National Agricultural Library (NAL) is assessing long-range opportunities in the utilization of technology as it relates to the collection, storage and delivery of agricultural information. Systems described in this article demonstrate the use of new computer technologies for the retrieval and preservation of agricultural information.

AGRICOLA

AGRICOLA is produced by the National Agricultural Library. This computerized database of literature citations relating to all aspects of agriculture currently totals over 2.5 million records. Available online and through magnetic tape since 1970 (presently accessible on DIALOG online system), the database consists of records for literature citations of journal articles, monographs, theses, patents, software, audiovisual materials, and technical reports relating to all aspects of agriculture. Approximately 100,000 records are input annually.

Since 1987, AGRICOLA has been available on CD-ROM. Users will find the CD-ROM version particularly advantageous where frequent use of the database is made and also in remote areas where

telecommunications hookups are impractical or impossible.

The AGRICOLA disc has been developed and is available by subscription from one commercial firm, SilverPlatter Information Services, under non-exclusive agreement from the NAL.

SilverPlatter Information Inc., offers the complete AGRICOLA database from 1970 to the present on four discs: 1970-76; 1977-80; 1981-84; and 1985 to present. CRIS (Current Research Information System) is included in the 1989 disc.

The compact discs run on an IBM PC or compatible with 512KB of memory and a CD-ROM disc drive. Search capabilities include Boolean (and, or, not) proximity searches, right-hand truncations, freetext or field specific searches, and numeric range and limit searches.

For information concerning subscriptions contact: SilverPlatter Information, Inc., 37 Walnut Street, Wellesley Hills, MA 02181, tel: (617) 239-0306.

For information concerning the AGRICOLA database contact: Gary K. McCone, Head, Database

Administrative Branch, National Agricultural Library, ISD, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-6813.

AGRICOLA Workshops:

Introductory training (AGRICOLA Basic Workshop, a 3-day course), and in-depth training (AGRICOLA Advanced Workshop, a 1-day course), are offered. Both workshops are taught by staff members at NAL.

For more information on the AGRICOLA Workshops write: Reference and User Services Branch, Education Programs Unit, National Agricultural Library, 10301 Baltimore Boulevard, Room 111, Beltsville, MD 20705-2351, or call (301) 504-5204.

ALF

The Agricultural Library Forum (ALF) is NAL's electronic bulletin board system. It provides a convenient, low-cost tool for electronically accessing information about NAL products and services and for exchanging agricultural information and resources among libraries, information centers, and other information users.

(Continued on page 2)

**(Technology Applications,
continued from page 1)**

ALF is open to all those interested in agricultural information issues. It is available 24 hours per day, seven days per week. To reach ALF, callers need a computer terminal or computer, a modem, and communications software. The telephone numbers are (301) 504-6510, (301) 504-5111, (301) 504-5496, or (301) 504-5497 (use the area code when calling long distance or when calling locally from Washington, DC, or Virginia). Communications software should be set at either 300, 1200, or 2400 baud, full duplex, no parity, 8 data bits, and 1 stop bit.

The computer software used for ALF is called Remote Bulletin Board System for Personal Computers (RBBS-PC). RBBS-PC is menu-driven and runs on IBM personal computers and compatibles. Known as "Userware" by its creators, RBBS-PC is wholly user supported. It is distributed by the Capital PC Users Group in Bethesda, Maryland, a not-for-profit organization, and is considered shareware. Shareware may be passed along at no charge if it is not altered. RBBS-PC is considered an industry standard for IBM-type PC bulletin boards.

ALF supports three basic types of communications: Bulletins; Messages/Conferences; and File Transfers. The *Agricultural Library Forum Brief Guide* is available to help participants get started on ALF. It describes the system's major features and how to use them effectively. A one-page information sheet, "Accessing Ag Trade through the Agricultural Library Forum (ALF)" also is available.

To request a copy of the *Brief Guide* send a self-addressed gummed label to: NAL, Reference and User Services Branch, Room 111, ATTN: Publication Distribution, 10301 Baltimore Blvd., Beltsville, MD 20705-2351. The one-page information sheet is available from the Agricultural Trade and Marketing Information Center, National Agricultural Library, Room 304, 10301 Baltimore Blvd., Beltsville, MD 20705-2351.

For more information and assistance with logging onto the system, call ALF's SYSOP on (301) 504-5113.

National Agricultural Library Text Digitizing Project (NATDP)

The National Agricultural Library and 45 Land Grant Libraries have participated in a cooperative effort to test the feasibility of using optical scanning and text recognition technologies to capture printed agricultural materials in machine-readable form. The resulting image and text data can then be published on CD-ROM discs for distribution to the agricultural community. NATDP's purpose was to determine whether it is possible to provide indepth access to the literature of agriculture while at the same time preserving it from rapid deterioration.

For information on the initial NATDP and on new NATD programs, contact: Judith A. Zidar, NATDP Coordinator, ISD, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, Maryland 20705-2351, tel: (301) 504-6813; FAX: (301) 504-7473.

PLANTIT!-CD

PLANT IT!-CD, a prototype multimedia CD-ROM on ornamental horticulture, is a joint project of the National Agricultural Library, the University of Florida's Institute of Food and Agricultural Sciences, and Michigan State University Cooperative Extension Service. This interactive CD-ROM helps the user select plants which are readily available in nurseries or garden centers and can be used in home landscapes all over the United States.

The disc contains: Information and horticultural advice on approximately 1,000 plants, an audio guide to the correct scientific pronunciation of plant names, approximately 1,000 full-color views of plants and landscapes, 13 lists of books and articles on plant topics, and selected home landscape designs and specialty garden designs.

For information on Plant It!-CD, including equipment and software requirements, please contact: Pamela R. Mason, Information Systems Division, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-6813. Internet: pmason@asrr.arsusda.gov.

Forest Service Photo Laser Videodisc

The National Agricultural Library, the Forest Service, and the University of Maryland cooperated in the development of a 12-inch optical laser disc to provide word-searchable access to images and image information. The laser disc contains over 34,000 black and white images in 69 general subject chapters, 500

(Continued on page 3)

(Technology Applications, continued from page 2)

color slides, 55 botanical illustrations, 175 maps, an award-winning 60-second Smokey Bear fire prevention spot, and a brief introduction describing the laser disc production process. The laser disc is accompanied by a menu-driven word-searchable database.

The Forest Service Photograph Collection was begun in 1898 at the direction of Gifford Pinchot, first Chief of the Forest Service. It is the world's largest (approximately 500,000 images) photo collection on the subject of forestry.

The Forest Service Photograph Collection contains unique documentary records of the culmination of the westward movement in America--farmers, foresters, miners, cowboys, Indians, scientists, and others who changed the face of the land.

For more information about the Forest Service Photo Laser Videodisc, and equipment/software requirements, contact: Ron Young, Special Collections, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-5876.

Integrated Library System

The Integrated Library System (ISIS) is a VTLS-based integrated library system which allows online access to NAL's collections. ISIS will be used to manage approximately 2.5 million volumes. The system includes linking modules to perform reference and catalog retrieval, cataloging and catalog maintenance, indexing, serials control, acquisitions processing, and circulation, thus automating all library functions. ISIS contains journal article citations from December 1989 to the present. It is through ISIS that patrons have access not only to bibliographic data but also to information on the holdings and location of publications within and outside the NAL collection.

For more information on ISIS, contact: Claudia Weston, Information Systems Division, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-6813.

ISIS InfoStation Project

Through the ISIS InfoStation Project, a pilot project, multimedia access will be provided to select portions of NAL's collection by linking page images, full-text

and audio information to bibliographic records in the ISIS online catalogue. This concept was tested on three highly visible and popular areas of NAL's collection--aquaculture; food and nutrition information; and agricultural trade and marketing information.

For more information on the ISIS InfoStation Project, contact: Richard Thompson, Information Systems Division, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-6813.

Technology Demonstrations

Demonstrations are available by appointment on AGRICOLA, ALF, NATDP, PLANTIT!-CD, Photo Laser Videodisc, ISIS, and the ISIS InfoStation Project. Write or call: Deborah Richardson, Reference and Users Services Branch, Room 111, National Agricultural Library, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-5204.

Food and Nutrition Software Demonstration Center

NAL's Food and Nutrition Information Center's Food and Nutrition Software Demonstration Center contains a collection of over 200 software programs in the areas of diet analysis, meal planning, food service, nutrition education, and recipe management. The programs are donated to the Center by the producers so patrons may preview programs. To use the Demonstration Center you must make an appointment.

If you are unable to visit the Center, ask for a copy of the *Food and Nutrition Information Center Microcomputer Software Collection*. This publication lists the programs held in the Center and includes a brief description of each program as well as price, hardware requirements, and producer information.

Food and Nutrition Information Center staff also can suggest programs based on your needs and send you reviews and product literature for programs, if available.

For more information contact: Food and Nutrition Information Center, Room 304, 10301 Baltimore, Blvd., Beltsville, MD 20705-2351; tel: (301) 504-5719 (press 1, then 4 to reach a nutritionist). Internet: fnic@nalusda.gov.

Items of Interest

Business America

The April 19, 1993 issue of *Business America* covers U.S. Trade Outlook in 1993, summarizing current economic trends and prospects for U.S. business around the world. Global areas covered are:

- **Western Hemisphere** - Canada, Mexico, Latin America, and the Central American Common Market countries
- **Europe** - the European Community (EC); Austria, Switzerland, Norway, Sweden, Finland, Iceland, Turkey; Russia and the Newly Independent States; Albania, Bulgaria, Czech Republic/Slovak Republic, Hungary, Poland, and Romania
- **Sub-Saharan Africa** - Benin, Cote D'Ivoire, Mauritius, Namibia, Nigeria, South Africa, and Uganda
- **Near East/North Africa** - Algeria, Bahrain, Jordan, Lebanon, Morocco, Oman, Qatar, Syria, Yemen; Tunisia, Saudi Arabia, Egypt, Kuwait, United Arab Emirates, and Israel
- **South Asia** - Bangladesh, India, Nepal, Pakistan, and Sri Lanka
- **East Asia and the Pacific** - China, Hong Kong, Indonesia, Japan, Korea, Malaysia, the Philippines, Singapore, Taiwan, and Thailand; Indochina - Cambodia, Laos, and Vietnam; Australia and New Zealand.

(*Business America* is published by the U.S. Department of Commerce, International Trade Administration, Washington, DC.)

Commodities Trading Software

Vista Computer, Inc., introduces Vista Commercial Trading System (VCTS). VCTS is a fully integrated expandable software system designed especially for traders, producers, and distributors. It is an online database system that operates on a wide variety of computer structures, from PC-DOS to Unix. For more information on VCTS contact: Director of Marketing, Vista Computer, 150 White Plains Road, Tarrytown, NY 10591, tel: (914) 332-9174; FAX: (914) 332-9257.

CD-ROMS

The *European Communities External Trade Statistics* (COMTEXT) and the *International Statistical Yearbook*, 1992 edition, are available on CD-ROM. For subscription information contact: DSI Data Service & Information, CD-ROM Department, P.O. Box 1127, Orsoyer Strasse 4, D-4134 Rheinberg 1, Germany; tel: 49 2843 3220, FAX: 49 2843 3230.

INFOCONNECT - Montgomery County Department of Public Libraries Offers Research Service for Business

INFOCONNECT, the research and document delivery service, provides research expertise in many areas of interest to businesses including customized client/prospect lists, market and product research, international business information, and demographics.

For more information on this fee-based service, contact: Suzanne Carbone, Manager INFOCONNECT, Rockville Regional Library, 99 Maryland Avenue, Rockville, MD 20850, tel: (301) 217-3875.

Texas Marketplace BBS

The Texas Department of Commerce is marketing its Texas Marketplace bulletin board system to chambers of commerce around the state. This system contains a variety of domestic, international, and government buy/sell leads, plus a directory of Texas companies. Chambers can offer their members access to the bulletin board system through their offices or download and disseminate business opportunity leads for their members. For more information call (512) 320-3875.

International Trade Automated Services

An alphabetical list of fifteen vendors who cater to those involved in international trade; and information on trade management documentation software for importers, exporters, customs brokers, and freight forwarders is available in: *Global Trade and Transportation Magazine*, Technology "Fifth Annual Roundup" section, February 1993 issue, p.46-53. This publication is available from: North American Publishing Co., 401 N. Broad Street, Philadelphia, PA 19108.

Publications

Books/Directories/Guides

- *Business Researchers' 1992 EuroGuide: A Directory of Information Sources.* Robert Berkman, editor. 1991. 94p. Cost: \$129.00.

Order from: Advisory Services Inc., 47 Wilmer St., Rochester, NY 14607.

- *The Caribbean Export Guide to the United States of America.* 1992. 128p. Cost: \$50.00.

Provides information on all aspects of the U.S. market and information pertaining to the export of Caribbean products.

Available from: Glenford Millin and Associates. LTD., 1 St. Lucia Avenue, Spanish Court No.35, Suite 126, New Kingston, Jamaica, W.I., tel: (809) 927-6957; FAX: (809) 927-5137.

- *Coffee: An Exporter's Guide.* 1992. 364p.

Provides an overview of world coffee trade; production, post-harvest processing, international marketing systems, export marketing, shipping, financial aspects, insurance, arbitration, futures markets, and country profiles of producers.

Available from: United Nations, (UNCTAD), Sales Section, Palais des Nations, 1211 Geneva 10, Switzerland.

- *Financing Women's Enterprise.* T. Hilhorst and H. Oppenoorth. 1992. 104p. Cost: \$8.95.

Order from: Royal Tropical Institute, 63 Mauritskade, 1092 AD, Amsterdam, Netherlands.

- *Guidelines for Exporters of Selected Fruits and Vegetables to Sweden, Denmark, Norway, and Finland.* 1992. 88p. Cost: \$60.

Available from: Export Market Development Division, Commonwealth Secretariat, Marlborough House, Pall Mall, London SW1Y 5HX, United Kingdom.

- *International Commodity Markets Handbook 1993.* P. Chalmin. 1992. 463p. Cost: \$134.30.

Available from: Simon and Schuster International Group, Campus 400, Maylands Ave., Hemel Hempstead, Herts., HP2 7EZ, United Kingdom.

- *The International Directory of Importers for South and Central America.* 1993. Cost: \$150.00.

Features more than 22,000 entries of importing firms in 18 different South and Central American countries. Available from: International Directory of Importers, 1741 Kekamek NW, Poulsbo, WA 98370, tel: (707) 433-3900; FAX: (206) 697-4696.

- *Italy: An Exporter's Guide: An Introduction to the Italian Market for Exporters from Developing Countries.* Louise Read, editor. 1992. 2nd edition. 13p. Cost: L.50,000.

Available from: Italian Institute for Foreign Trade, via Liszt 21, 00144 Rome, Italy.

- *Managing New Products: The Power of Innovation.* Thomas Kuczmarks. 1992. 2nd edition. 304p. Cost: \$52.45.

Publisher: Simon and Schuster, International Group, Campus 400, Maylands Ave., Hemel Hempstead, Herts, HP2 7EZ, United Kingdom.

- *The Middle East and North Africa 1992.* 1991. 38th edition. 1,024p. Cost: \$115.00.

Available from: Europa Publications, 18 Bedford Square, London, WC1B 3JN, United Kingdom.

- *1993 Cattle Industry Reference Guide.* 1993. 5th edition. Cost: \$150.00 plus \$3.00 for handling and postage.

Order from: CF Resources, Inc., P.O. Box 3947, Englewood, CO 80155, tel: 1-800-825-7525.

- *1993 Seed Trade Buyers Guide.*

Available from: Seed World, Scanton Gillette Communications, Inc., 380 E. Northwest Highway, Des Plaines, IL 60016-2282, tel: (708) 298-6622; FAX: (708) 390-0408.

(Continued on page 6)

(Publications, continued from page 5)

- *Official Export Guide*. 1993. Cost: \$389.00.

Coverage includes: Up-to-date Schedule B, complete export administration regulations, market profiles for every trading nation, projected needs for U.S. goods and service by market, surveys of world port facilities and carrier routes, directory of export resources, comprehensive "export how-to" manual, and hazardous materials classification indexes.

Available from: North American Publishing Co., 401 N. Broad Street, Philadelphia, PA 19108, tel: 1-800-777-8074.

- *Quality Control for the Food Industry: An Introductory Handbook*. 1992. 198p.

Handbook on quality improvement in food enterprises in developing countries; standards and specifications; quality improvement techniques and related training.

Available from: United Nations, UNCTAD, Sales Section, Palais des Nations, 1211 Geneva 10, Switzerland.

- *Silk Review 1992. A Survey of International Trends in Production and Trade*. 1992. 61p.

Includes world overview, product trends, trade, production and demand trends in France, Germany, Italy, Netherlands, Nordic countries, Switzerland, United Kingdom, Japan, United States, Brazil, China, Hong Kong, India, Korea, Thailand and Viet Nam. Available from: United Nations, UNCTAD, Sales Section, Palais des Nations, 1211 Geneva 10, Switzerland.

- *UNCTAD Commodity Yearbook*. 1992. 410p. Cost \$70.00.

Available from: UNCTAD, United Nations, Sales Section, Palais des Nations, 1211 Geneva 10, Switzerland.

- *U.S. Custom House Guide*. Tery Moran-Lever, editor. 1993. Cost: \$389.00.

Includes harmonized tariff schedules, up-to-date U.S. customs regulations, U.S. and Canadian market profiles, directories of import support ser-

vices, new user's guide to automation, "import how-to" manual, and samples of key import documents. Available from: North American Publishing Co., 401 N. Broad Street, Philadelphia, PA 19108, tel: 1-800-777-8074.

Bibliographies/Reports

ATMIC Publications

These publications are available free upon request. Please enclose a self-addressed gummed label and send requests to: USDA, National Agricultural Library, ATTN: Agricultural Trade and Marketing Information Center, Room 304, 10301 Baltimore Blvd., Beltsville, MD 20705-2351.

- "International Trade Policies and Global Agriculture January 1991-February 1993." Mary E. Lassanyi. *Quick Bibliography Series* no. QB 93-22 (updates QB 91-09 "GATT and Global Agriculture"). March 1993. 68p.
- "U.S. Farm Policy." Mary E. Lassanyi. *Quick Bibliography Series* no. QB 93-21 (updates QB 91-10). March 1993. 58p.
- In process: "Seafood Marketing Resources." Mary E. Lassanyi. *Special Reference Briefs* no. SRB 93-03. Available July 1993.

Occasional Paper Series

The following publications are in the Center for Agricultural Export Development, University of Kentucky, Lexington, Kentucky, *Occasional Paper Series* (OP). For ordering information, contact: The Center for Agricultural Export Development, 300 Bradley Hall, University of Kentucky, Lexington, Kentucky 40506-0058; tel: (606) 257-7265; FAX: (606) 258-1026.

- "Exportation of U.S. Honey and World Market Trends." Teresa Leigh. February 1993. 13p. Publication no. OP-23.
- "The Polish Dairy Industry in Transition." Robert L. Beck and Boles Iwan. April 1993. 12p. Publication no. OP-25.
- "Prospects for U.S. Agricultural Exports to Mexico." David Mather. April 1993. 16p. Publication no. OP-24.

(Continued on page 7)

U.S. General Accounting Office Reports

For ordering information and cost of publications, contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20877 or call (202) 275-6241.

Testimonies

- *Food Safety-Inspection of Domestic and Imported Meat Should Be Risk-Based*, February 18, 1993, Report no. GAO/T-RCED-93-10.
- *Pesticides-U.S. and Mexican Fruit and Vegetable Pesticide Programs Differ*, February 18, 1993, Report no. GAO/T-RCED-93-9.

Transition Series

- "Budget Issues," December 1992, Report no. GAO/OCG-93-1TR.
- "Energy Issues," December 1992, Report no. GAO/OCG-93-13TR.
- "Environmental Protection Issues," December 1992, Report no. GAO/OCG-93-16TR.
- "Foreign Economic Assistance Issues," December 1992, Report no. GAO/OCG-93-25TR.
- "Information Management and Technology Issues," December 1992, Report no. GAO/OCG-93-5TR.
- "International Trade Issues," December 1992, Report no. GAO/OCG-93-11TR.
- "Government Management Issues," December 1992, Report no. GAO/OCG-93-3TR.
- "Natural Resources Management Issues," December 1992, Report no. GAO/OCG-93-17TR.
- "Transportation Issues," December 1992, Report no. GAO/OCG-93-14TR.

Magazines

- *Export Leads*. (Monthly)

Provides new export leads in **each issue**. Leads are classified into major product groupings, such as: Agricultural, food products, textiles and more.

For subscription information and cost, contact: Export Advertising International, Subscription Department, P.O. Box 5338, Dearborn, MI 48128.

- *HER/Hungarian Economic Review*. (Bi-monthly) (in English)

Hungarian Chamber of Commerce Publication. The April 1993, No.13 issue includes a special "Appendix" section. This section covers: Current law review, changes in customs clearance; trade promotion - implementation of Central European Free Trade Agreement, March 1, 1993, BC-Net at the Hungarian Chamber of Commerce, the Chamber in Hungarian foreign trade, border-zone chamber cooperation; expo; matchmakers; recent business deals; and focus on companies.

For subscription information, contact: HER/Hungarian Economic Review, Nador utca 32, Budapest, H-1051 Hungary, Europe. One-year subscription cost: \$36.00 plus \$12.00 for postage.

Articles of Interest

- "Fact File: Fiscal 1992 Wrap-Up, U.S. Agricultural Exports." *AgExporter*, March 1993, pp. 16-18.
- "Importer Survey - What Beijing Buyers Want." Scott S. Sindelar. *AgExporter*, April 1993, pp. 6-8.
- "Know the Rules When Shipping Fruits and Vegetables to Europe." Lawrence A. Risse, et al. *AgExporter*, March 1993, pp. 12-15.
- "New Zealand Becomes Bullish on Exports of Forest Products." Aileen Mannix. *AgExporter*, April 1993, pp. 15-17.
- "Taking a Look at Beijing's Consumer-Ready Food Product Market." Scott S. Sindelar. *AgExporter*, April 1993, pp. 4-5.

(Continued on page 8)

(Publications, continued from page 7)

- "U.S. Food Export Showcase Introduces Buyers to Sellers." by NASDA Convention Management. *AgExporter*, March 1993, p. 9. (*AgExporter* is published by U.S Department of Agriculture, Foreign Agricultural Service, Washington, DC.)
- "Marketing in Europe: Know the Business Customs." Frederick Marsh. *International Trade Forum*, October-December 1992, pp. 10-13, 32.
- "Specialty Oils: The New Flavoring Agent." Valerie Norris. *Food Distribution Magazine*, March 1993, pp. 46-50, 62.
- "Spices: Trends on the World Market." Fazli

Husain. *International Trade FORUM*, October-December 1992, pp. 14-15, 30-31.

- "Spices and Seasonings-Spicy Company Listings." *Food Distribution Magazine*, April 1993, pp. 32-33, 47.
- "Using Suitable Packaging for Exports of Floricultural Products." Pierre Herard and Neil Robson. *International Trade FORUM*, October-December 1992, pp. 4-9, 27-30.

(The *International Trade FORUM* is published by the United Nations, International Trade Center (UNCTAD/GATT), Geneva, Switzerland. The *Food Distribution Magazine* is published by GroComGroup, Clearwater, FL.)

Conferences/Meetings/Seminars/Trade Shows/Workshop

International Food and Beverage Shows

- August 25-27, 1993. **Supermercados '93** show, Santiago Chile. For more information on participation in this show, contact: Agricultural Attache, U.S. Embassy, Santiago, Unit 4118, APO AA 34033, tel: 011-56-2-671-0133; FAX: 011-56-2-698-9626.
- September 5-8, 1993. **FINE FOOD '93**, Sydney, Australia. For further information on participation in this international food show in Australia, contact: Eileen Lavine, Director, Information Services Inc., 4733 Bethesda Avenue, Bethesda, MD 20814, tel: (301) 656-2942; FAX: (301) 656-3179 or Agricultural Counselor, American Embassy, PSC 277, APO AP 96549.
- October 9-14, 1993. **ANUGA '93**, Cologne, Germany. For more information, contact: Kurt F. Seifarth, FAS/Trade Show Office, USDA Room 4944-South Building, Washington, DC 20250-1000, tel: (202) 720-7417; FAX: (202) 690-4374.

For additional information on Supermercados '93, FINE FOOD '93, or ANUGA '93, please contact the USDA/Foreign Agricultural Service, Trade Show Office at (202) 690-1182, or FAX: (202) 690-4374.

- July 14-25, 1993. **AGROEXPO'93**, Bogota, Colombia. The International Trade Information, Inc. in California is organizing the U.S. Pavilion. For more information on AGROEXPO'93, contact: Show Manager, International Trade Information, Inc. (ITI), 21031 Ventura Blvd, Suite 405, Woodland Hills, CA 91364, tel: (818) 340-8864; FAX: (818) 340-7017.

Conferences/Meetings

JUNE 1993

- | | |
|-----|---|
| 1-5 | KuK Prag 93 ; Trade Fair for Hotel and Catering, Food and Beverages. Prague Exhibition Site; Prague, Czech. Contact: Ingrid Boyds, tel: (202) 659-4557. |
| 6-8 | Dairy-Deli-Bake'93 . Sponsored by the International Dairy-Deli-Bakery Association. Cervantes Convention Center, St. Louis, Missouri. Contact: Carol Christison, executive director, tel: (608) 238-7908. |

(Continued on page 9)

(Conferences/Meetings, continued from page 8)

- 10-12 **Tokyo International Seafood Show**, Tokyo, Japan. Contact: U.S. Department of Commerce, Japan Area Desk Officer, RM CH-2324, 15th Street and Constitution Ave., NW, Washington, DC 20230, tel: (202) 482-2425.
- 15-18 **Canadian Institute of Food Science and Technology, Renaissance**, Toronto, Ontario, Canada. Contact: Congress Canada, 191 Niagara St., Toronto, Ontario, Canada M5V 1C9.
- 17 **The Small and Minority-, Female-, and Disabled-owned Business Technical Assistance Conference**. Holiday Inn, Silver Spring, Maryland. For information on registration, call: (301) 217-2345.
- 17-18 **European Community Law and the Food Industry**. Sheraton Hotel, Place Rogier, Brussels. Sponsored by the Confederation of the Food and Drink Industries of the European Community. Contact: Agroup Ltd, 25 Frank Road, Tunbridge Wells, Kent TN2 5JT, England, tel: +44 892 533813; FAX: +44 892 544895.
- 24-26 **Greenhouse Management Institute Conference**. WA Floricultural Association, Coeur d'Alene Resort, Idaho. Contact: (206) 841-4273.
- June 27 **Creating the 21st Century: Rights, Responsibilities, and Actions**. Sheraton Washington Hotel, Washington, DC. Contact: World Future Society, 7910 Woodmont Avenue, Suite 450, Bethesda, Maryland 20814, tel: 800-989-8274 toll free; or (301) 656-8274 local area calls; FAX: (301) 951-0394.

JULY 1993

- 10-14 **Institute of Food Technologists' Annual Meeting and Food Expo**, Chicago, Illinois. Contact: Daniel Weber, Institute of Food Technologists, 221 N. LaSalle St., Chicago, IL 60601.
- 17-21 **Society for Nutrition Education Annual Meeting**, St. Paul, Minnesota. Contact: Society for Nutrition Education, 2001 Killebrew Drive, Suite 340, Minneapolis, MN 55425-1882.
- July 31 **National Food Distributors Association, 66th Annual Convention and Trade Show**, San Diego, California. Contact: National Food Distributors Association (NFDA), 401 N. Michigan Avenue, Chicago, IL 60611.

AUGUST 1993

- 8-10 **International Society of Arboriculture, annual conference and trade show**. Radisson Hotel, Bismarck, North Dakota. Contact: (217) 328-2032 or (217) 355-9681.

SEPTEMBER 1993

- 1-4 **ICT 93, International Confectionery Exhibition**, Tokyo, Japan. Contact: Mr. Bob Chang, tel: (415) 433-3072.
- 22-26 **Krakofood 93**, Expo Center, Cracow, Poland. Contact: Mr. Martin Szebeni, tel: (36-1) 157-4915.

(continued on page 10)

Seminars/Workshops: 1993 Training Schedule

JUNE 1993

- 8-9 **Environmental Law for Foresters.** Athens, Georgia. Contact: Richard C. Field, Georgia Center for Continuing Education, The University of Georgia, Athens, GA 30602-3603, tel: (706) 542-3063.
- 10 **Mexico/Canada Export Seminar for Agri-Businesses.** Los Angeles, California
- 11 **Mexico/Canada Export Seminar for Agri-Businesses.** Tucson, Arizona
- 22 **Mexico/Canada Export Seminar for Agri-Businesses.** Denver, Colorado
- 23 **Mexico/Canada Export Seminar for Agri-Businesses.** Salt Lake City, Utah

The Mexico/Canada Export Seminars for Agri-Businesses are presented by Western United States Agricultural Trade Associations (WUSATA); Arizona, California, Colorado, and Utah State Departments of Agriculture; and the Foreign Agricultural Service, U.S. Department of Agriculture. For more information contact: WUSATA, 13101 N.E. Hwy 99, Suite 200, Vancouver, WA 98686-2786.

Seminars/Workshops

JUNE 1993

- 17-18 **Putting the Puzzle Together-Winning in the \$100 Billion a Year International Development Market** - two day workshop (registration must be received no later than June 11, 1993).

This international development business workshop for export assistance organizations and international trade advisors is sponsored by the U.S. Trade and Development Agency, the National Association of State Development Agencies and Montgomery College. For more information, contact: Caroline Robbins at NASDA, tel: (202) 898-1302; or Greg Williams at Montgomery College, tel: (301) 251-7940.

JULY 1993

- 7-8 **Pesticide Seminar.** PA Nurserymen's Association. Embers Convention Center, Carlisle, Pennsylvania. Contact: (717) 238-1673; FAX: (717) 238-1675.

SEPTEMBER 1993

The workshops listed below are provided by: the Center for International Trade Development, Oklahoma State University, Hall of Fame and Washington, Stillwater, OK 74078, tel: (405) 744-7693; FAX: (405) 744-8973.

- 13-17 **Export Management Specialist** - one week program for the Manager who is assuming international responsibility for a firm involved in exporting; and for individuals who provide business assistance, education, and training who want to learn more about basics of export management.
- Sept.29 -Oct. 1 **Executive Etiquette Series - Strategic Negotiations: Doing Business in Latin America** - a three-day program designed for the business person who is preparing to travel to Latin America, with a particular focus on Mexico.